

Kwalu

Company Description

Magnificent surroundings greet everyone who walks through your front door - an open invitation that makes visitors want to stay. But when common areas look tired and worn, it has a negative impact on both your reputation and your bottom line. Potential clients may walk out as quickly as they walked in. How can you afford the maintenance and replacement costs every few years to keep highly visible areas looking like new?

Kwalu, a leading provider in the assisted living and long term care markets, is the partner you need to enhance your facility. With over 25 years of service excellence and the industry's only 10-year warranty on BOTH construction and finish, Kwalu's Virtually Indestructible™ furniture and wall protection provides beauty that can take a beating. Manufactured with a patented high-impact polymer which is antimicrobial, water, scuff and scratch resistant, our products are low-maintenance and support infection control without sacrificing style, quality, and durability. With Kwalu, you'll create and maintain impressive, cost-effective spaces that enhance your reputation and make everyone feel welcome.

Geographic Area Served: U.S. & Canada

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Virtually Indestructible™ Products:** Seating, casegoods, tables and wall protection are manufactured with Kwalu's high-impact polymer to be scuff and scratch resistant, low-maintenance and antimicrobial - a winning combination of beauty and durability.
- **Kwalu Fusion™ Seating:** Combines form and function, and is perfect for all light- to medium-use applications, with twelve frames and twenty back styles, and a variety of finish options.
- **Create Custom Reception Areas and Increase Safety:** Specially designed wall protection and hand rail systems can be tailored to provide a sophisticated style for any lobby, hallway or focal point.

Suggested Consultative Discussions

- **Creating Impressive Cost-Effective Spaces:** We'll share with you how our Virtually Indestructible™ manufacturing process allows you to effortlessly create and maintain impressive, cost-effective spaces that enhance your reputation and make everyone feel welcome - from patient rooms to dining, lounge and lobby areas.
- **Supporting Infection Control Efforts with Kwalu's Own Antimicrobial Polymer:** With ever growing public concern regarding viruses and infection control, we'll share with you how our non-porous antibacterial polymer prevents bacterial growth, looks like new for years to come, and can be wiped down with bleach solutions for quick and easy germ control.
- **Best Practice Advice:** We'll share with you how our customers have decreased operating expenses and increased ROI while keeping their facilities looking like new, virtually eliminating the need for continual repairs, creating coordinated environments.



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